10.REFERENCES

1) **Albert Konetzni | June 27, 2006,** Leadership Big Al's Way, Military.com
2) **Allport, G.W. & Odbert, H.S. (1936).** Trait-names: A psycho-lexical study. Psychological Monographs, 47(211).
3) **Bass, B. M. (1990).** Bass and Stogdill's handbook of leadership. New York: Free Press.
4) **Beech, N., Cairns, G., Livingstone, H., Lockyer, C., Tsukas, H., (2001),** Managing People in Organizations, Volume 1, University of Strathclyde Graduate School of Busine
5) **Beech, Maureen. (2002).** Leaders or managers: The drive for effective leadership.
6) **Bennis, W. (1998)** *On Becoming a Leader*, London: Arrow.
7) **Bennis, W. G., & Nanus, B. (1985).** Leaders: The strategies for taking charge. New York: Harper & Row.
8) **Bird, C. (1940).** Social Psychology. New York: Appleton-Century. Bird, C. (1940). Social Psychology. New York: Appleton-Century.
9) **Beech, Maureen. (2002).** Leaders or managers: The drive for effective leadership.
10) **Butt.T, (2004)** 'Understanding People' Basingstoke and New York, Palgrave Macmillan.
11) **Butt. T, (2007)** 'Individual Differences' in Critical Readings in Social Psychology, Langdridge.D and Taylor.S (eds), Open University Press, Maidenhead.
12) **Burr, V. (2007)** 'Bystander intervention' in Critical Readings in Social Psychology, Langdridge.D and Taylor.S (eds), Open University Press, Maidenhead.
13) **Cawthon, David L. (1996),** Leadership: The Great Man Theory Revisited, Business Horizons,May/Jun96, Vol. 39 Issue 3, p1, 4p;
14) **Cattell, R.B. (1965).** The scientific analysis of personality. Baltimore: Penguin Books.
15) **Daft, R. L. (1999).** Leadership: Theory and practice. Orlando, FL: Dryden Press. Inventory. Journal of Counseling Psychology, 16, 283–289.
16) **Eysenck, H.J. (1992).** Four ways five factors are not basic. Personality and Individual Differences, 13, 667-673.
17) **Eysenck, H. (1997).** Creativity and Personality: Suggestions for a Theory. Psychology Inquiry, Vol. 4, No. 3, 147-178
18) **Edgar H. Schein.(2002)** Organizational Culture and Leadership, 4th Edition, of all time, Copyright John Wiley & Sons Inc ...

19) **Hogan, R., Curphy, G. J., & Hogan, J. (1994).** What we know about leadership: Effectiveness and personality. American Psychologist, 49, 493–504.

20) **House, R.J., and Aditya, R. M., (1997),** The Social Scientific Study of Leadership: Quo Vadis?,Journal of Management [0149-2063] House yr:1997 vol:23 pg:409. Retrieved on January31, 2009 from Business Source Complete database. Jago, A. G., (1982), Leadership: Perspectives

21) **Forshaw. M (2007)** 'Free qualitative research from the shackles of method' in The Psychologist, August 2007, Vol 20, No8.

22) **Gehring, D.R. 2007.** Applying Traits Theory of Leadership to Project Management', Project Management Journal, 38(1): 44-54.

23) **Kirkpatrick, S. A., & Locke, E. A. (1991).** Leadership: Do traits matter? The Executive, 5, 48-60.

24) **Kelly.C (ed) (2007)** 'DD307 Course Guide' for Social Psychology: Critical Perspectives on Self and Others, Open University Press, Maidenhead.

25) **Mann, R. D. (1959).** A review of the relationships between personality and performance in small groups. Psychological Bulletin, 56, 241–270.

26) **Northouse, P. G. (2007).** Leadership: Theory and prac¬tice. Thousand Oaks, California: Sage Publications.

27) **Northouse, P. G. (1997).** Leadership: Theory and practice. Thousand Oaks, CA: Sage.

28) **Nelson and Quick in 2006** Organizational Behavior Debra L. Nelson; James Campbell Quick

29) **Stogdill, R. M. (1948).** Personal factors associated with leadership: A survey of the literature. Journal of Psychology, 25, 35–71.

30) **Stevens. R, (2002)** 'Person psychology: psychoanalytic and humanistic perspectives' in Mapping Psychology 2, Miell.D, Phoenix. A and Thomas. K (eds) The Open University, Walton Hall, Milton Keynes.

31) **Judge, T. A., Bono, J. E., Ilies, R., & Gerhardt, M. W. (2002).** Personality and leadership: A qualitative and quantitative review. Journal of Applied Psychology, 87, 765-780.

32) **Jenkins WO, 1947**. A review of leadership studies with particular reference to military problems, Psychological Bulleetin , Vol. 44, pg 54 to79

33) **Thomas Nelson, March 2002,** The Maxwell Leadership Bible,

34) **Taylor.S (2007) ‘**Attitudes’ in Critical Readings in Social Psychology, Langdridge.D and Taylor.S (eds), Open University Press, Maidenhead.

35) **Finlay.L and Langdridge. D (2007) ‘**Embodiment’ in Social Psychology Matters, Hollway.W, Lucey.H and Phoenix.A (eds), Open University Press, Maidenhead.

36) **Richards. G (2002)** ‘Putting psychology in its place: A critical historical overview’ (2nd Edition), Psychology Press.

37) **Parsons, F,** 'Choosing a Vocation', accessed December 2008

38) **Williams, C., (2008),** Effective Management, 3rdEdition, Thomson Southwestern

39) **Wood. C and Richardson. A (2002)** ‘Normal development? The case of dyslexis’ in Challenging Psychological Issues, Cooper. T and Roth. I (eds), The Open University, Walton Hall, Milton Keynes.

40) **Yukl, G. (1998).** *Leadership in organizations.* Upper Saddle River, NJ: Prentice Hall.

41) **Zaccaro, S. J. (2007).** Trait-based perspectives of leadership. American Psychologist, 62, 6-16.